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**TB Buzz**



Covering Coast to Coast of Central Florida

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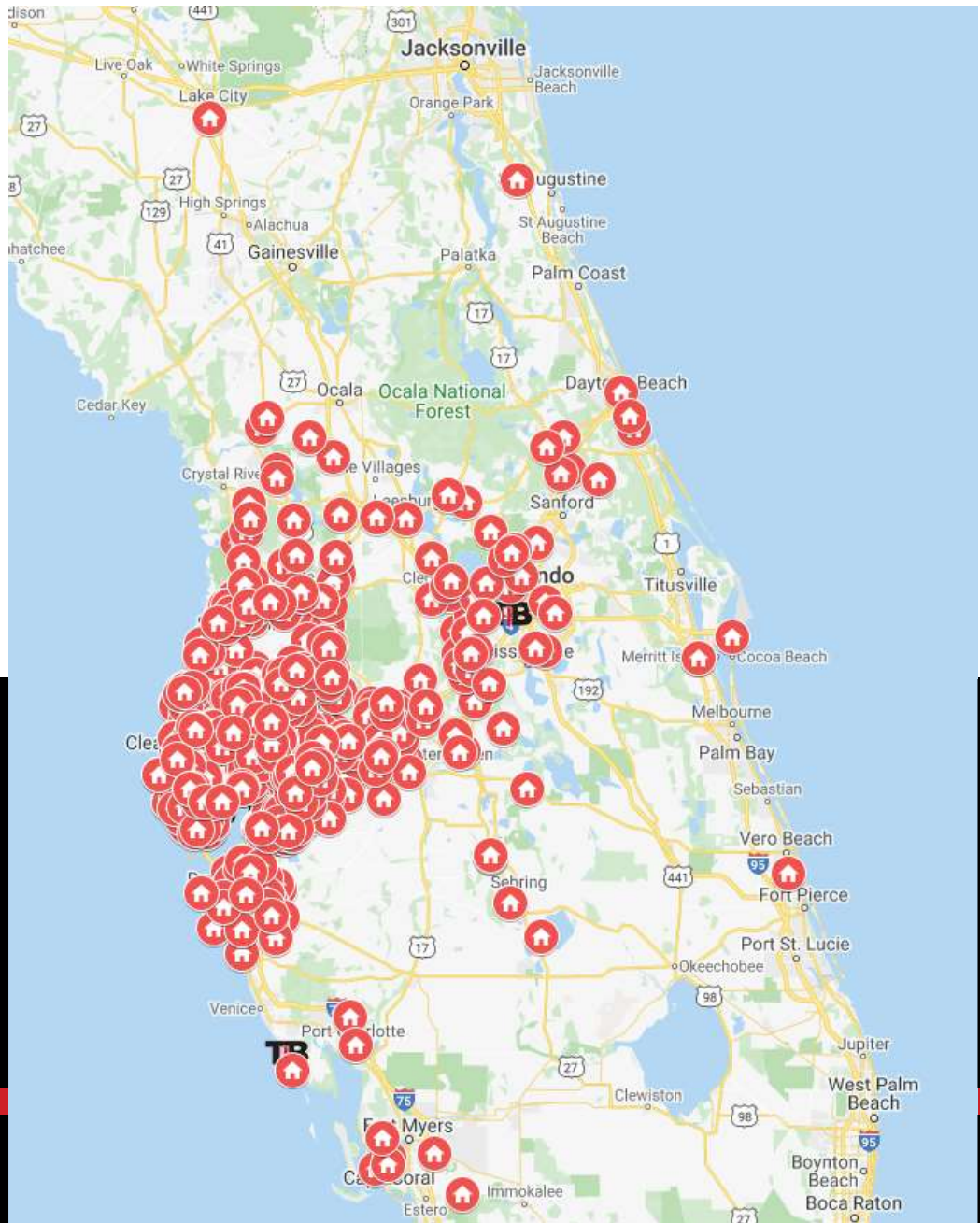
Over 2,180+ 5 Star Reviews

TonyBaroni.com

The Tony Baroni Team continues to grow. Did you know we also have offices in Orlando and Englewood? This means we can provide our 5 Star real estate service to even more families in Florida.



*"In 2022, I am most excited about our continued expansion of the coast to coast of Central Florida."*



**SERVING COAST TO COAST OF CENTRAL FLORIDA  
WE'VE GOT YOU COVERED!**

# See Tampa Through the Eyes of a Tourist: A Guide to the Tampa Riverwalk

Winding along the Hillsborough River through Downtown is a 2.5 mile pathway full of restaurants, shopping, hotels, and activities. It is a great way to spend the day near the water and a favorite of the Tony Baroni Team to enjoy as a local and to bring out of state visitors. Insider Tip: Come Hungry.



First stop, start the day by parking at Ybor City in the covered parking garage and take the Teco Streetcar to the Amalie Arena, Home of the Tampa Bay Lightning. There you will be able to enjoy the Tampa Bay History Center and have a Sangria and a bite to eat at the open air, historic Columbia Café. Try a food truck treat and some live music at Sparkman Wharf or Touch a stingray at the Florida Aquarium if you venture left.

Right will continue your way around the winding water front path going northwest. If you are sipping and strolling, grab a drink at the Sail Pavilion by the Marriott and continue walking until you reach Curtis Hixon Park. You can always grab a Pirate Water Taxi too to take in the views from the river or rent a scooter or bike. At Curtis Hixon you will find a playground, views of the University of Tampa, The Straz Performing Art Center, Children's Museum, Tampa Art Museum and splash fountains. This area is a great place for events too like Oktoberfest, Greening of the River on St. Patts Day, and the Superbowl Experience. If you are craving an elegant sit down dinner that has even hosted a few celebrities and maybe a mob boss or two, those in the know head to Malio Prime Steakhouse by the foot of the cylindrical tower.



Final stretch, is the Waterworks Park and the popular Ulele Restaurant. This restaurant features seafood while paying homage to the many Native Americans who once lived here. IF you still have room for more food hitting Armature Works is a must. It has everything you are craving at one place from ice cream, to the famous Cuban sandwich at Hemingway to Neapolitan pizza at Ava. We recommend a cocktail outside at the BAR (ask for the rock candy cocktail) to watch the sunset and be thankful you get to live in Tampa Bay.



## Spring Events Around the Bay



Strawberry Festival  
(March 3rd-March 13th)



Epcot- International Flower and  
Garden Festival (March 2-July 4th)



Universal Studios Mardi Gras  
(Feb. 5th- April 24th)



Busch Gardens Food and Wine  
(March 11th-May 22nd)



Sea World Seven Seas Food Festival  
(Feb.4th -May 8th)



Legoland Ninjago Weekend  
(April 30th- May 22nd)



Daytona Bike Week  
(March 14th-13th)

# Happy closing photos and reviews collage

Read all 2,180 5 Star Reviews at [www.TonyBaroni.com/reviews](http://www.TonyBaroni.com/reviews)



"We sold our last 2 homes with Keller Williams, so when it came time to sell our current home we didn't hesitate to call them again. Our realtor Craig Kellner came to our home fully prepared with all the information we needed and left no questions unanswered. He kept in contact with us every step of the way. Our home sold in 2 days. We credit Craig Kellner and the Tony Baroni Team at Keller Williams. The entire process went smoothly and without a hitch."  
- Madison L



"Truly amazing results... Everyone is always looking to get the best price for their home when they come to sell it. We were no different. So we searched for the top real estate team with the best customer feedback as well as the most experience with the local market, to ensure we prepped the home for sale adequately, and priced it appropriately. Searching not just by reviews, but also by completed listings of homes bought & sold recently in the area, it was clear The Tony Baroni Team stood out among the competition."  
Ramy N.



"They care a lot for their clients. Even after the purchase of a home. They stay in touch and a relationship is made."  
- Dena P.



"Our realtor was Kate Conroy. It has been a wonderful experience working with her. Kate went above and beyond. There was a listing we were interested in, but the showing has ended. She discussed with the listing agent and explained our situation. Owing to her strong communications skills, the seller/listing agent allowed us to see the property and submitted an offer at the very last minute. Kate is an excellent agent. We highly recommend her."  
- Ning

"We relocated to the Tampa area from Texas and our agent, Chris Jossi, helped us hit the ground running before we even arrived with frequent virtual showings. With the tough seller's market, along with our specific check list of wants and needs in a home... It was a long ride but Chris kept finding us homes that matched our needs, helped us write up competitive offers and stuck with us until the perfect home was ours. Thanks Chris for all the help navigating the crazy home market."  
- Brian H.



"I interviewed several realtors when I was looking to sell my home. I chose John and Mike and couldn't have been happier. They were always available for my questions and got back to me right away. They did an excellent job in marketing my home which resulted in a top dollar sale. The market has been crazy, and they seemed to be on top of what was happening. We were confident during the whole process that we had picked the right team for the sale."  
- Haley B.



"Craig Kellner of the Tony Baroni team helped me sell a home that needed some work, and had been vacant for most of the pandemic. His professionalism, and dedication to the end result included step by step assistance with repairs, clean-up, and selling above list! Thanks Craig, Louis, and Chelsea! This process had potential for pain and consternation, and you made it much smoother!"  
Kevin M.



# The Hidden Cost of Home Buying

The National Association of Homebuilders reports, 44% of homebuyers weren't aware of all the costs associated with buying a home at closing. This is why a knowledgeable Real Estate Agent is so important whether you are buying a home or building a new one. So we spoke to **Kate Conroy**, Speaker, Trainer, and Lead Buyers Agent on the Tony Baroni Team, to give us some tips on items to consider when you have found your Dream Home. She also always ensures her clients are well aware of all the "additional" cost of each home like taxes, Home Warranties, HOA and CDD fees. Each subdivision is different and each home is unique. Don't be shocked at the Closing Table.

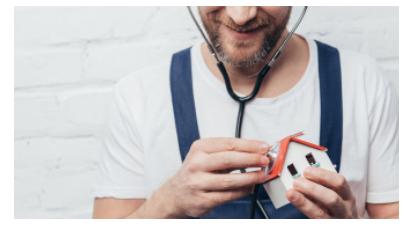


## 1. Moving Cost

National range is \$800-\$2150 for a two person moving team. Add \$2000 if you are moving to a new state. Almost unavoidable unless you have some really great friends who will donate a weekend to help

## 2. Home Inspection

Typically runs from \$300-\$700 depending on the location and size of the home. You can also add in addition to the home inspection, Wind Mitigation, Radon, and Mold inspections. Talk to your agent on what they recommend.



## 3. Title Insurance

Average cost is around \$1000 per policy but that amount varies widely from state to state and price of your home.

## 4. Closing Cost

This ranges between 2% to 5% of the loan amount.



## 5. Renovations

A study recently suggested the average homeowner spends \$10,601 on home repairs, appliances and updates right when purchasing a home. This does not include furniture you may want! (Remember furniture-specifically things made with wood- are on a substantial back order)

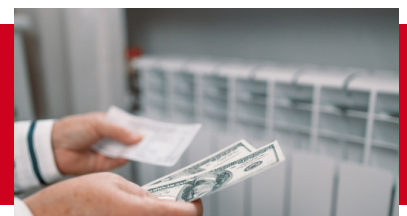


## 6. Monthly Bills

We all are aware of the Water Bill and Electric Bill but also consider Lawn Care, Pool Supplies, Pest Control, and a Security System as you purchase your new home.

## 7. Emergency Cost

Things will happen, like your AC going out in the middle of June. Having an emergency fund will help you tackle home emergencies with a little less stress and be prepared. It is just part of being a Home Owner.



# What is NEW Around the Bay?



**Eat. Putt. Drink.** Co Owned by Tiger Woods, Pop Strokes Entertainment is opening in Wesley Chapel later this year, breaking ground in February! With elevated food and drink offerings, lawn games, tons of ice cream, jumbo screens, a playground and a 36 hole putters paradise and high tech mini golf this place sounds like a dream. Sarasota location is slated to open in March, and April for its Orlando location. Fort Myers and Port Saint Lucie is their existing locations. **Who is up for a par-tee?!**

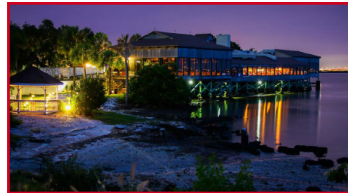
## High Tides. Good Vibes.

We are surrounded by some of the most desirable beaches in the United States so a beach day over Spring Break is a "No Brainer." Some of our favorite places to visit is the white fluffy sand on Siesta Key, the quaint beach town of Anna Maria, and adventures at Clearwater, and the peacefulness of Indiana Rocks. We love a day in the sand, good cocktails and seafood with the sunset.

Here are Tony Baroni Teams TOP Favorite Beachy Restaurants with AMAZING Views:



Whiskey Joes, Tampa



Rusty Pelican, Tampa



Circles Apollo Beach



Frenchys Rockaway,  
Clearwater



Marina Cantina,  
Clearwater



Caddy's, Treasure Island



Pier 220 Seafood & Grill,  
Titusville



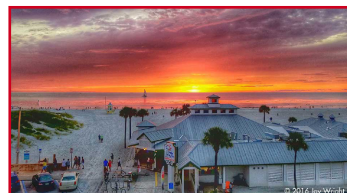
The Getaway, St. Pete



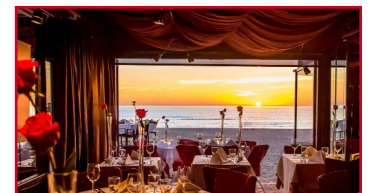
Coconut's, Cocoa Beach



American Social,  
Downtown Tampa



Palm Pavilion, Clearwater



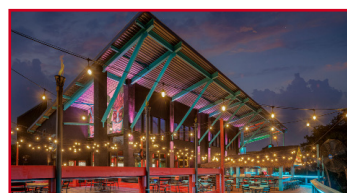
Beach Bistro, Anna Maria



Sharky's on the Pier,  
Venice Beach



Old Salty Dog, Sarasota



Tiki Docks, Riverview



Salt Rock Grill,  
Indian Shores

# New Year = New Trends

Just as we have stripped all the color out of our Kitchens, guess what is on its way out? White Kitchens!! "Move away from white on white" can be heard from many designers this year. What IS in style you ask? Well **Sherwin Williams Color of the Year for 2022 is Evergreen Fog**. "Described as a versatile and calming hue, a chameleon color of gorgeous green meets gray with a bit of blue. Simple yet sophisticated wash of beautiful, organic color for spaces that crave a subtle yet stunning statement shade."



It is not just for bedrooms either try a pop on an accent wall, a bathroom vanity, or a Kitchen island. New design trends are also starting to move to the forefront. Canopy beds, banquettes, and custom pieces of furniture or vintage finds at your local antique stores are hot. Leather furniture is here to stay as well. A darker moodier color in the Kitchen will be popular with shades of earthy browns will begin to replace the white on white look. **"A quiet place to recharge, recovery from the day and read a good book"** is the top answer from HGTV designers when asked what to include in your home this year.

## Should I SELL My Home This Spring?

Across the nation many will tell you, "Spring Time" is the most optimal time to sell. In the Tampa Bay market we don't see a huge lag in the market surrounding seasons for obvious reasons. Our season are Cool, Warm, Hot, Really Hot. However, with increase competition in the Real Estate Market, you need to make your home stand out and beat the competition whatever time of the year you decide to sell. We asked local expert **Tony Baroni with the Tony Baroni Team**, how do you do beat your Listing competition? He suggested four things. **"First, complete minor renovations and paint the walls neutral. No one wants to buy a home with added projects from day one. Secondly, get all the clutter out of your house and get with a Stager to help maximize your space. Next, work on landscape now. Nothing gets a bigger "wow" from a potential buyer than when they pull up to a home with green grass, perfectly landscaped flower beds, pressure washed sidewalks and driveways and a welcoming front entrance. Lastly, you must find an agent that can market your property better. Better photography and video, better drone than your neighbors Listing, and a presence online. A knowledgable agent willing to go to bat for you is priceless."**



# Staging 101

We asked our own Marie Beckman, exclusive Tony Baroni Team Designer & Stager, what tips you could give to a family looking to sell their home this Spring and get their home in Tip Top Shape. Marie was quick to say one word, **"declutter."** Use Spring time as a time to work on the excess clutter we all accumulate through the year. Make three pile: toss, sell, and donate. Do a little each day so the task doesn't seem too big. Start with one Kitchen cabinet instead of the whole Kitchen. Breaking up a big project makes it seem much more doable.



## Here is Magic Marie's 10 Staging Tips:

1. Remove half of everything you have on the Kitchen countertops.

2. Tidy and organize your closets. Purchase totes or clear containers and visually make closets and pantries pleasing to the eye.

3. Bedrooms need to have a beautifully made bed. Add a throw draped on the edge of one side and decorative pillows. I love a good "karate chop" look in the center of an oversized down filled pillow.

4. If you have a small space remove any large furniture. Less is always more.

5. Light is key. Blinds and curtains open.

6. Neutral paint. If you have a small budget and want to refresh your home for top dollar nothing will give you more bang for your buck than a neutral can of paint. I love white walls and white bathroom towels too!

7. When we live in our home we often can't smell what others can. Remove all litter boxes, dog crates, and take out trash.

8. Bathrooms Counters need to sparkle. No personal items should be displayed in the bathrooms this includes toothbrushes, shampoo, makeup, and razors.

9. If you have carpet make sure they are clean and no stains.

10. Pressure wash your lanai and driveway. It makes such a difference. Add some rich in color mulch to your plant beds and add some flowers for a pop of color!





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**TB KW** KELLERWILLIAMS. *the PROMISE* The Tony Baroni Team

**Covering Coast to Coast of Central Florida**  
#13 In Florida (Large Sized Teams)  
According To Real Trends

**COAST TO COAST**

CRYSTAL RIVER DAYTONA BEACH  
 SPRING HILL LEESBURG  
 LAND O' LAKES WESLEY CHAPEL TITUSVILLE  
 WESLEY CHAPEL ORLANDO  
 LUTZ CLERMONT KISSIMMEE  
 CLEARWATER LAKELAND  
 TAMPA PLANT CITY MELBOURNE  
 SOUTH TAMPA VALRICO PALM BAY  
 ST. PETERSBURG BRANDON  
 APOLLO BEACH LITHIA  
 RIVERVIEW  
 PARRISH  
 BRADENTON  
 SARASOTA  
 VENICE  
 ENGLEWOOD

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**Do you have Friends or Family moving to Florida? We have expanded and have teams in the Central Florida/ Orlando area and the Suncoast region.**



**Maria Ballinger**  
Listing and Buyer Agent



**John Ingenito**  
Listing and Buyer Agent



**Mike Malcom**  
Listing and Buyer Agent

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